



U.S. Small Business Administration

NEWS RELEASE

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U.S. SMALL BUSINESS ADMINISTRATION NAMES MARK COMPANY REGION IX FAMILY-OWNED BUSINESS OF THE YEAR



SANTA ANA, CA – Mark Company, headquartered in Orange, CA and owned by the Pack family, has been named **Region IX Family-Owned Business of the Year** by the Santa Ana District Office of the U.S. Small Business Administration. The Pack family acquired the company in 1989 from two brothers who had owned & operated the business since 1964. Region IX includes California, Nevada, Arizona, Hawaii and Guam. District Director

J. Adalberto Quijada announced the award saying, “On behalf of the SBA, I am proud to recognize Mark Company and the Pack family for their outstanding contributions to the business industry in which they work and the communities in which they live.” Robert Dodge, of Southland EDC, nominated the company for this award.

Mark Company constructs grading, asphalt, concrete and pipeline infrastructure in residential tracts, multifamily housing projects and commercial projects. The company has constructed water, sewer, storm drain, streets and site improvements on thousands of job sites. In fact, its ability to perform multiple trades is one of the unique qualities of the organization and it allows Mark Company to complete projects that vary in size and cost. The company has many repeat customers and is known as a ‘can do’ company with integrity within the industry.

Brett Pack went to work for the company in 1983 after studying construction management in school. He was managing its estimating and field operations when the acquisition occurred. Brett took over the daily operations of the company. Garrett Pack, Brett’s father and partner, was an owner and executive of a well known environmental engineering company at the time. They set out to develop a plan for a successful venture. One of the first steps was to acquire equipment used on a daily basis. This step almost had disastrous results. The early 1990s included S&L failures that resulted in construction projects shutting down. Company volume decreased substantially and revenues failed to carry equipment loan payments. Mark Company began selling off equipment

and renegotiating loan and lease terms. Melinda, Garrett and Linda's daughter, joined the firm to improve a weak accounting and cash flow management system.

The company started a maintenance business, which provided additional revenue and quick turn-around on its cash. Debbi, Brett's wife, came onboard to estimate and sell the work. The business stabilized in the mid-1990s and slowly began growing. Cash flow was very tight, as is sometimes the case with small businesses, but the business was doing about \$5 million annually and carrying itself. In 1996, Garrett Pack joined the firm to handle management functions and help with estimating. The shift from subcontracting work out to keeping it in-house improved the company's business volume and profitability. By the late 1990s, Mark Company had tripled its revenue. Today, the company is doing approximately \$35 million annually and has grown to 150 employees.

In 2002, the company exercised a purchase option in its lease and used an SBA 504 loan to acquire a facility in Orange. Continued growth resulted in acquiring an adjacent property for office space in 2005, again through an SBA loan. When property near the existing location became available, Mark Company decided to acquire it for facility expansion using yet another SBA loan! This marked the third time in five years the SBA was able to play a part in the company's growth and success. Mark Company worked with Southland EDC to meet their financing needs.

Of course, it takes more than just being a great construction firm to win an SBA award. In 2002, the company established a 401(k) program for its employees. Through encouraging employee participation and by providing a generous matching feature, the plan has increased five-fold. The company pledges to foster a quality work environment, recognizing that success is achieved through employees. The Pack family shares success with its associates and offers training, recognition and bonuses to full-time employees. The family has a long history of supporting CASA of Orange County. CASA is a non-profit that trains volunteers to serve as mentors and advocates for foster children. The Pack family also encourages employees to be involved in community causes and Mark Company supports those causes with donations and sponsorships. Members of the Pack family all give back to the communities in which they live and work. These include the Cities of Orange, Laguna Beach and Tustin. Garrett Pack generously supports his alma mater, the University of Kansas, and its engineering school- allowing for others to follow the path of success that the Pack family has created.

The Pack family, Mark Company and other small business owners & champions will be honored at the **45th Annual Small Business Week Awards** on September 25, 2008 at the Hilton Anaheim. For more information, please contact Christopher Lorenzana at 714.560.7453 or christopher.lorenzana@sba.gov.